

# Bill Clarkson, Broker

ERA Golden Hills Brokers

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## Marketing Report: San Ramon

For the Week Ending: Friday, August 25, 2006

<b>Active Listings</b> ▶	<b>451</b>	<b>Homes Sold</b>	<b>*Estimated Marketing Days to Sell inventory at current sale rate</b>
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<b>Pending Sales</b> last 10 days	<b>22</b>	<b>205</b>
<b>Pending Sales</b> last 20 days	<b>39</b>	<b>231</b>
<b>Pending Sales</b> last 30 days	<b>60</b>	<b>226</b>

<b>Price Range Trends</b>	<b>Active Listings</b>	<b>Homes sold in the last 30 Days in each range</b>	<b>*Estimated Marketing Days to Sell inventory at current sale rate</b>
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Up to \$600,000	80	12	200
\$600,001 to \$750,000	96	14	206
\$750,001 to \$900,000	101	18	168
\$900,001 to \$1,050,000	55	3	550
\$1,050,001 to \$1,300,000	58	7	249
\$1,300,001 Plus	61	6	305

\* Time required to sell current inventory at Pending Sale rate

### Notes:

\*\* The newspapers are covering what we have spoken about for a while. The market has slowed down a lot. The new goods is that the papers tend to over-state the slowdown. I guess they need the headlines. Yet the simple truth is this; If you don't have to sell now, don't try. Sales are OK, but there are too many homes on the market. A "good" level of inventory would be about 200 homes, so we are well over double that number.